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WHO ARE WORLD WINE EXPORT ENTERPRISES?

World Wine Export Enterprises Pty Ltd is the export arm of our Australian wine company Lavina Estate Wines Pty Ltd. Our business model enables us to source, supply, package and distribute a broad range of wines from vineyards and wineries Australia wide.

Having built relationships with over 100 growers and wineries across Australia, our portfolio consists of a large selection of quality Australian wines, varieties, styles and volumes in both bulk and bottled form. Because of this we have the ability to provide wines to suit your specifications and price point along with the knowledge of shipping and distribution.

OUR CURRENT PORTFOLIO

Lavina Estate Wines continues to develop its core range of entry level to super premium wines. These wines are carefully made and selected by our own winemaker to ensure consistency and quality of our entire portfolio. We are honored that our wines are now drunk in many countries around the world and look forward to our wines being available all over the world in coming years.

WE ARE SPECIALISTS IN PRIVATE LABELS

Lavina Estate Wines are specialists in the design and implementation of Private Labels into the international and domestic markets. We have successfully helped many clients by:

- Building value and equity in their own wine brand;
- By supplying quality wine at an agreed price point
- Designing and printing labels;
- Bottling, labelling and distribution
- Sales and marketing assistance
- Providing logistic solutions for both bulk and bottled wine.

HELP US TO ASSIST YOU WITH YOUR ENQUIRY ABOUT AUSTRALIAN WINES

The most common initial information we are asked to supply by numerous international companies is a copy of our portfolio and FOB price points.

As our bulk wine portfolio consists of many millions of litres, and bottled product of over 120 lines, this can be confusing for our new clients to read in an email or printed format.

We have found the following procedure and information gathering process to be of immense help and begin the enquiry process efficiently. The answers to these questions will be able to give us the information to be able to give you the best information and assistance possible.

- 1) What country or countries are you intending to import wine into?
- 2) Are you licensed to import wine or do you have a licensed importer?
- 3) Have you previously been associated with the importation of wine?
- 4) What is your preferred foreign exchange currency?
- 5) What is your preferred Incoterm (Ex-works, FOB or CIF)?
- 6) What is your time frame until first shipment?
- 7) Do you have a preferred shipper?
- 8) Is your enquiry for Australian Bulk Wine or for Bottled branded wines?
 - a) If Australian Bulk wine go to question 9
 - b) If Bottled branded wines, go to question 16

Australian Bulk Wine

Please note that the minimum bulk wine purchase for export is 24,000 litres per 20 foot container.

- 9) What volume and variety or varieties of bulk wine are sought?
- 10) What vintage?
- 11) What style is preferred?
- 12) What is your buying price point PER LITRE in you preferred foreign exchange currency? – Ex works preferred
- 13) Is the wine to be branded as Australian wine or blended?
- 14) Are you aware of the Australian Wine & Brandy Corporations (AWBC) requirements as an importer of Australian bulk wine ? If not, please refer to the AWBC website at the link provided www.awbc.com.au
- 15) Any other specific request or questions?

Branded and Bottled Wine

- 16) Do you require Lavina Estate Wines to provide you with a wine brand that we own and distribute? YES / NO

If YES, please send us the brief back and we will e-mail you a current FOB price list

- 17) If NO to Q16, would you prefer to use a label or brand of your own and have us apply it to a wine that we produce? (this is the pure Private Label concept)
YES / NO If YES,
a) Has the brand/label been developed and designed?
b) Has the brand/label been printed and approved for export by the AWBC?
- 18) What is your buying range PER DOZEN in your preferred foreign exchange currency? FOB preferred
- 19) What variety or varieties of branded and bottled wine are sought?
- 20) What style is preferred?
- 21) What Vintage?
- 22) What is the approximate purchase volume in dozen for the first order?

Note: one 20 foot container will hold approximately 1176 dozen.

- 23) Any other specific request or questions?

Please note that payment terms for first orders are Payment in advance or Letter of Credit.

On your response please include all of your contact details and phone numbers so either Sam Daw can contact you in person, or feel free to call us on

+61 8 8323 9646.

Thanking you and looking forward to hearing from you soon.

Sam Daw – Managing Director

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